RECD S.E.C.

APR - 3 2007

winds of change



FIDELITY D& D BANCORP, INC. 2006 ANNUAL REPORT

# MESSAGE FROM THE CHAIRMAN AND THE PRESIDENT



Change. It's a constant in our lives and in business. Tradition it helps us be comfortable and cope with the complications of our daily lives. Sometimes it seems as if the two, change and tradition, are at odds with one another. But they also may be complementary. The famous Italian writer, Giuseppe di Lampedusa, may have said it best "If we want things to stay as they are, things will have to change."

The Fidelity Deposit and Discount Bank has strived for over one hundred years to help people and businesses with their financial needs. To continue with that tradition we have to continually adapt to a rapidly evolving financial landscape. Think about how much banking has changed since we were founded in 1903. In those days, the main features of a bank were a substantial, imposing building with an impenetrable vault. Now we move money all over the world... instantly, and we are all able to access our money 24 hours per day.

Throughout this year's annual report you'll see our theme is change, because, as Winston Churchill stated "To improve is to change; to be perfect is to change often." The changes we've made help us in many ways, but most importantly, to serve our customers more efficiently and effectively, all while adding more value.

Your Company has focused on all of these as we build a financial service organization of the future. We've continued to expand and improve our delivery channels so that our customers can interact with us how and when it's convenient for them. We've developed and instituted new products and services that differentiate us from our peers in the marketplace. From the newly formed Business Banking Unit to a highly effective Customer Care Center, from Remote Deposit to full-service ATMs, and from new products that make accessing a line of credit easy and convenient, to new and updated means of delivering our service, we've continually kept our ear to the needs of our customers.

Working to create a company for the future, our Commercial and Retail Divisions have worked diligently to build a sales force that can serve our customer base. We've hired and promoted well-qualified personnel to key positions and trained them to provide sound financial advice. The Trust and Asset Management Divisions continue to grow and succeed as we offer a multitude of world-class investment options locally.

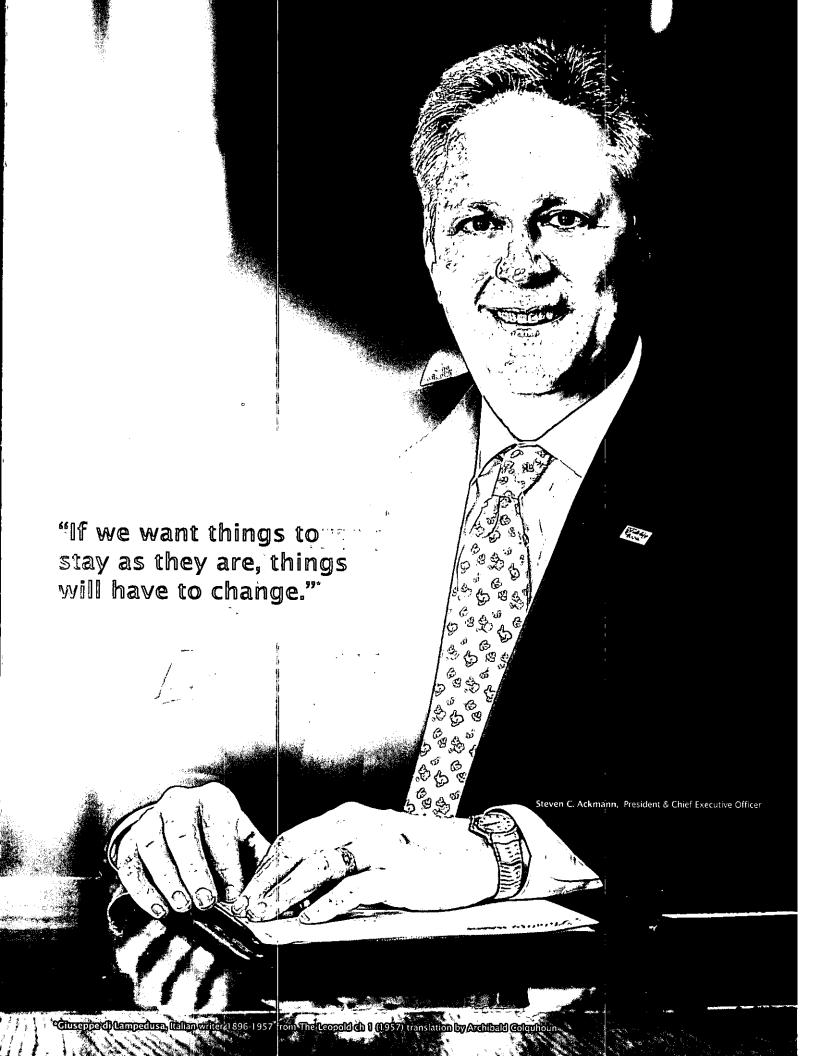
We've made significant progress in a number of key areas. Our core consumer deposits (checking, savings and money market) have grown by 32 % this year. Our consumer and mortgage loan portfolios continued to post solid high-quality growth in a year touted as one in which the housing bubble would burst. Careful attention on the balance sheet helped us reduce dependence on high cost liabilities, refinance our high cost borrowings, and reduce our level of non-performing assets.

By keeping customer needs top of mind, we make better business decisions. Because of our strengthened focus on the customers, we've seen a considerable growth in a number of areas, which in turn, benefits you... our loyal Shareholder.

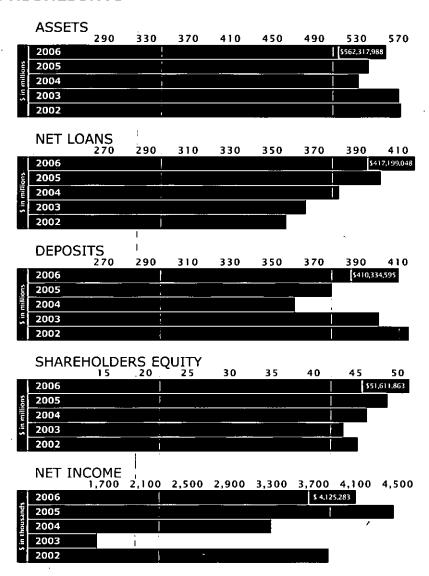
Patrick J. Dempsey, Chairman of the Board

Adrick Manyosy

Steven C. Ackmann, President & Chief Executive Officer

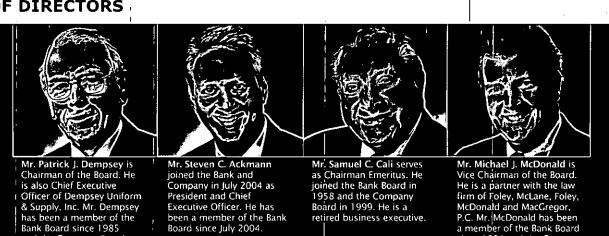


# FINANCIAL HIGHLIGHTS



# **BOARD OF DIRECTORS**

and the Company Board



been a member of the Bank Board since July 2004.

Board in 1999. He is a

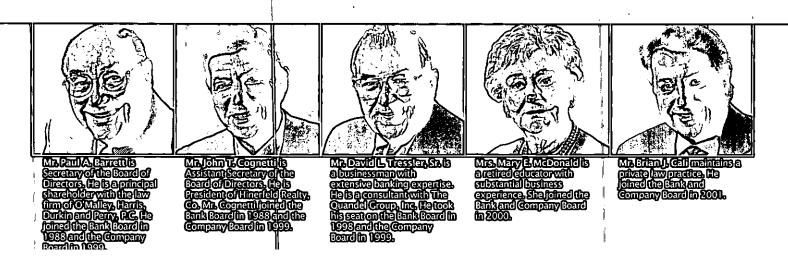
retired business executive.

P.C. Mr. McDonald has been a member of the Bank Board

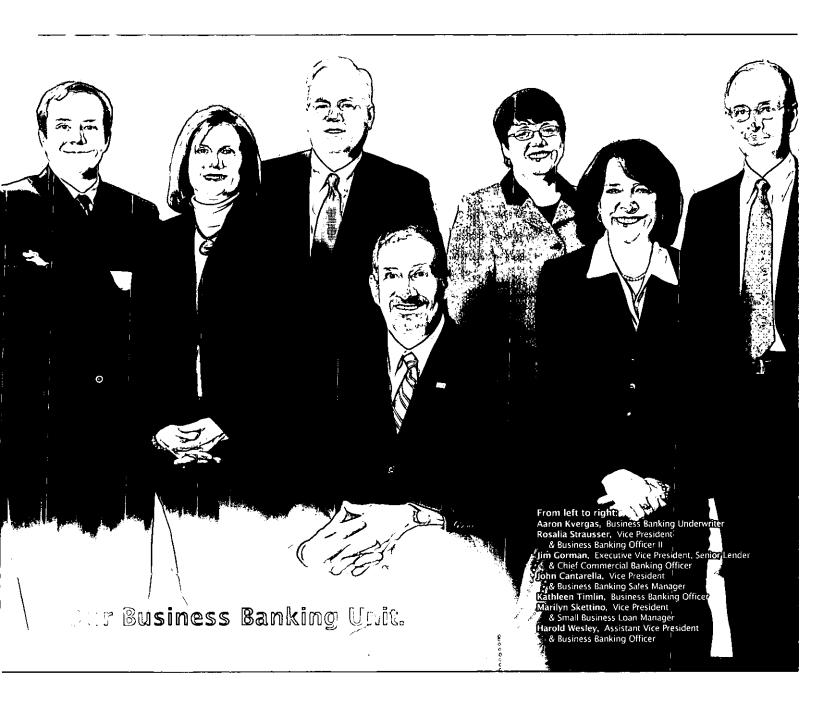
since 1994 and the Company

:	2006	2005	2004	2003	2002
i	Amount & McDange	Amount %Change	Amount	Amount	Amount
FOR THE YEAR Nathterest (Income Nathterest) Cash Dividends	\$ 17,1163,600 -0,2763 \$ 4,123,1238 -10,1163 \$ 1,601,830 10,203	8 177,299,275 6,6633 8 4,591,697 86,4833 8 1,624,268 0,663	8 16,215,556 \$ \$ 5,551,474 \$ \$ 1,610,428 \$	14,224,964 1,613,248 1,601,893	S 16,634,933 S 4,046,178 S 1,526,371
Returnon Average Assets Returnon Average Equity Net Interest Mergin	0.7833 3.5173 3.5173	0.86% 9.64% 3.51%	0.6123 745123 3.2023	0.29% 3.63% 2.74%	0.70% 9.47% 3.10%
RERISHARE Net Income - Diluted Gash Dividends Book Value Weighted Average Shares Outstanding	52.01 -10.6723 50.63 10.0023 525.09 4.7623 2017.975 0.6333	52.25	\$1.67 \$0.60 \$22.92 2,018,793	50.53 50.60 521.91 2,002,438	52.02 50.76 522.60 1,999,178
AT YEAR END Assets Entring Assets Investment Securities Total Coans, net Deposits Borrowings Shareholder Reptly	\$ 552,517,033	\$ 544,060,698	\$ 499,649,163   \$ \$ 1115,663,813   \$ \$ 532,122,753   \$ \$ 263,615,233   \$ \$ 121,633,234   \$	575,205,466 583,579,648 189,654,074 583,845,207 401,442,543 126,653,002 48,931,639 2,003,847	S 577,993,316 S 553,536,637 S 145,945,207 S 532,977,405 S 418,733,176 S 114,213,014 S 45,224,433
RATIOS Net Coans to Deposits Non-performing Assets to Total Assets Equify to Assets Tier/Risk Essed Capital Total Risk Essed Capital	101.703 0.6533 9.183 12.773 14.043	106.34% 1.78% 8.98% 11.99% 18.26%	104.51% 1.99% 8.64% 12.63% 13.91%	93.5633 1.5523 7.6523 11.6123 12.6333	92455% 1.47% 7.83% 11.71% 12.75%





# WINDS OF CHANGE





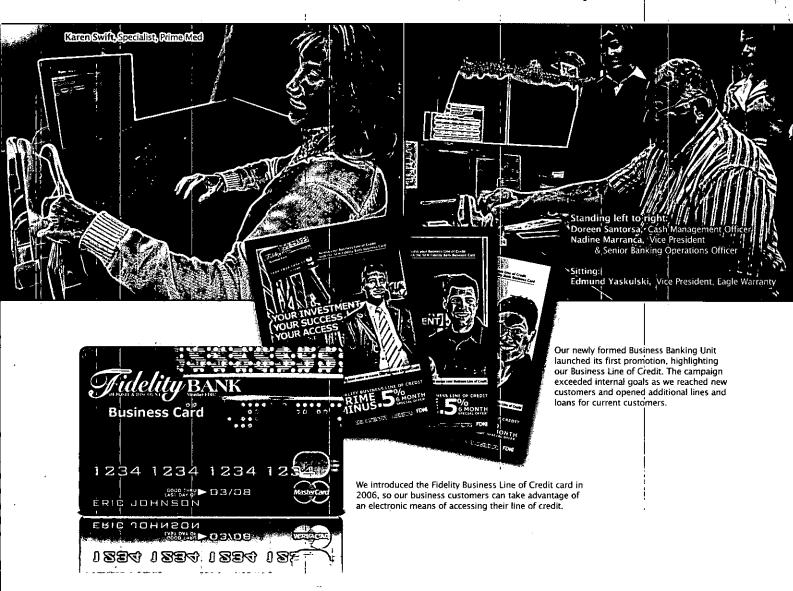
#### **CHANGES IN BUSINESS**

Our Business Banking Unit, under the sales direction of John Cantarella and operationally under the direction of Marilyn Skettino, has continued to focus on bringing products to the market.

Focusing on the business market, we are able to give business owners a quicker more personalized answer to their loan applications. With the introduction of a Business Line of Credit Card, our business customers can access their line with a swipe on the keypad – simple and convenient when you need to make a larger purchase.

In addition, Doreen Santorsa was promoted to Cash Management Officer and is charged with growing the penetration of Cash Management products. New initiatives include our new Remote Deposit product, and an upgraded merchants services package.

Remote deposit capabilities are currently only available at larger banks. By continually upgrading our systems and focusing on the needs of our customer, we have been able to introduce customers like Prime Med and Eagle Warranty to the ease and simplicity of a "desktop bank," (as seen below) where they can make business check deposits without ever leaving the office.



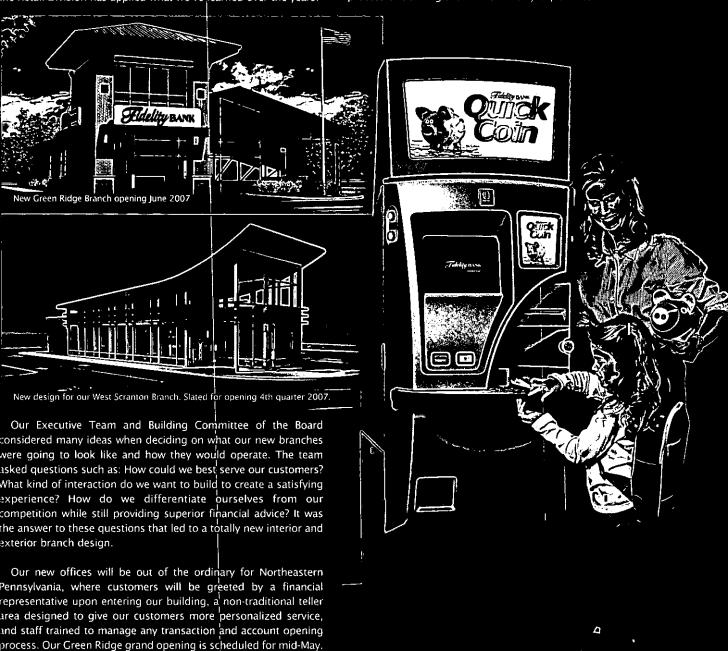
#### CHANGES IN RETAIL

With Daniel J. Santaniello, Chief Retail Banking Officer, at the helm, many exciting initiatives are occurring in the Retail Division. Currently, our new Green Ridge Branch is nearing completion, and our West Scranton Branch will break ground soon. When we talk about execution, customer experience and competitive advantage, the Retail Division has applied what we've learned over the years.

We encourage all our shareholders to come and take a tour of

the new branch.

The building is only one part of the equation. Defining the experience is the first step to executing it. The Retail Division has instituted a number of customer experience initiatives that outline exactly how the interaction with the customer will take place, for instance the standards on delivering sales and service as well as the professional look of a branch. No detail was overlooked during the process of defining the "Model Fidelity Experience."



Self-service coin machine FREE to all Fidelity customers.

We know in today's time-starved lives of our customers, we need to be ready to serve our customers when and where they find it convenient. Our desire to create methods of delivery outside of normal business hours was the impetus to developing and staffing a full-service Customer Care Center, which operates extended business hours every day, and a website with online applications, making it possible to research new products and apply for deposit and loan accounts 24 hours a day, seven days a week. In addition, we added new self-service ATMs, where customers can deposit checks and cash at any time. Lastly, we provided a means for our customers to count and deposit their coins without the hassle of rolling or without the fees charged by supermarket machines. Our self-service coin machines are totally free of charge for our customers.

Our Customer Care Center is open extended hours, and acts as the service branch for all internet inquiries. Our Customer Care representatives not only answer telephone calls, but sell and open all traditional banking products. This year alone, the Customer Care Center handled an average of 5,000 calls per month and opened over 1,000 products and services via internet and telephone.

Some of the greatest success in the retail division occurred because of a single-minded focus on building relationships with our customers. In this highly competitive Northeastern Pennsylvania marketplace, our core deposits for consumers (deposits gathered from checking, savings, and money market accounts) has grown by 32%. Personal checking account deposits grew by 10%, and personal and commercial money

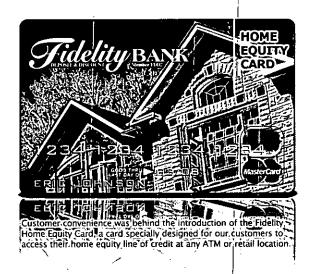
#### **CHANGES IN TRUST AND ASSET MANAGEMENT**

We continue to place an emphasis on building our Trust and Asset Management Divisions. Mary McNichols, with over twenty years of Trust experience, recently joined the Fidelity staff as Vice President, Trust Officer. With her expertise, we plan to accelerate the growth of our personal trust services, building on the success that Tom Norek provides in Corporate Trusts. As one of the few local banks with a dedicated Trust Department, we continue to build on our reputation for personalized services, where a Banker specializing in Trust is always available to take our customers' calls.

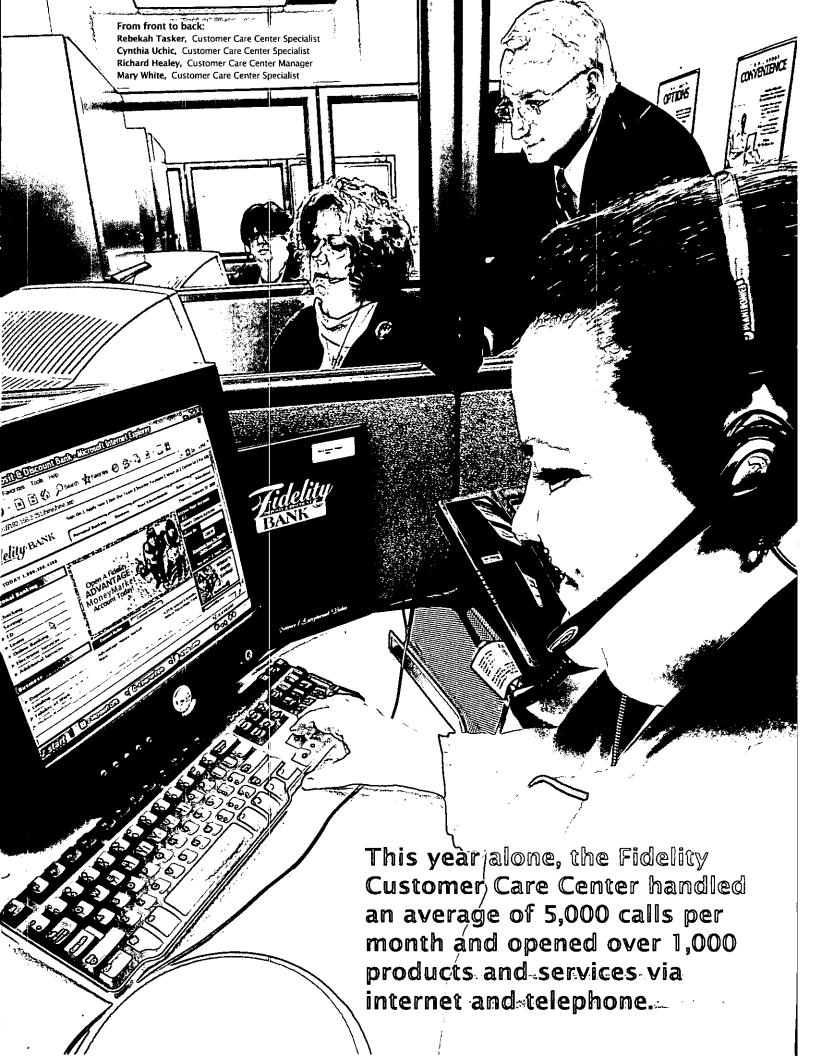
Bill McAndrew continues to grow fee income generated from our Fidelity Asset Management group, with a 60% growth this year alone. Bill has been named one of the top 50 Financial Representatives in the country by Financial Consulting Magazine – a true honor for him and for us. With Bill's knowledge and insight, we can provide world-class financial consulting right here for our local customers.

market accounts grew by 191%. Our consumer loan portfolio, encompassing home equity, home equity line of credit and personal loans grew 10%, while our mortgage loans grew 15%.

Because broadening and deepening relationships is at the core of all the changes we are making, we also continually monitor the number of our Fidelity family households that hold only a single product or service with us. Banking industry norms state that most banks have 53% of their households holding only a single product or service. We are pleased to say that due the constant effort to strengthen our relationship with our customers, the number of our single product or service households is only 40% of our total... far exceeding the industry norm.







# SUMMARY OF CHANGE

One of the greatest pressures on earnings over the last few years has been our high level of non-performing assets. Due to the diligent work of our Risk Management Team, we can say that we are now more in line with our peers. Our non-performing loans are at the lowest level since 2004, down by over \$9 million, and our ratio of non-performing loans to total loans is now 0.82% vs. 2.36% at the end of last year.

Vision change 512,000,000.00

September 2002 anni June 2002 September 2000,000.00

Warch 2002 March 2002 September 2000,000.00

September 2000 September 200

We've continued to focus on the structure of the Company so that everything is in alignment. Operationally, we've put a number of initiatives in place to help the sales force deliver seamless customer service. Our ATM network was upgraded to provide less downtime and our systems now run faster and update quicker.

Our goals for 2007 are lofty, and we believe we've put in all the components to be able to deliver a customer experience second to none. Our dedicated workforce is committed to executing on the ideals that Fidelity D & D Bancorp, Inc. embodies. With our new initiatives beginning to take shape, our advantage over our competition becomes more and more evident. We know we've built the team, the process, the structure, and the plan to be successful. We look forward to the challenges 2007 has in store for us.

"Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world."

# INVESTOR RELATIONS

# FIDELITY D&D BANCORP, INC.

WE ARE A PUBLIC COMPANY WHOSE STOCK IS TRADED ON THE OVER THE COUNTER BULLETIN BOARD UNDER THE SYMBOL FDBC.

# REGISTRAR AND TRANSFER AGENT

#### Shareholders services provided

- Stock transfer
- Dividend reinvestment plan
- Direct deposit of dividendsDuplicate mailing notification

#### REGISTRAR AND TRANSFER COMPANY

Attn: Investor Relations 10 Commerce Drive Cranford, NJ 07016-3572 (800) 368-5948 or info@rtco.com www.rtco.com

# SHAREHOLDER/INVESTOR INQUIRIES

Requests for information or assistance regarding Fidelity D & D Bancorp, Inc. stock should be directed to our Investor Relations Department at 570-348-4357 or investor@fddbank.com.

### MARKET MAKERS

The following firms are believed to presently make a market in Fidelity D & D Bancorp, Inc. Stock on the Over The Counter Bulletin Board.

#### Arthurs, Lestrange & Company, Inc.

(412) 566-6800 1405 McFarland Road Pittsburgh, PA 15216

# Boenning & Scattergood, Inc.

(610) 832-1212 Four Tower Bridge 200 Barr Harbor Drive, Suite 300 West Conshohocken, PA 19428

### Domestic Securities, Inc.

(201) 782-0888 60 Summerville Drive Montvale, NJ 07645

#### Hill Thompson Magid & Co., Inc.

201) 434-6900

5 Exchange Place, Suite 800 ersey City, NJ 07302

Knight Equity Markets, L.P. 201) 222-9400

Newport Tower 25 Washington Boulevard Monroe Securities, Inc. (800) 766-5560 343 West Erie Street, Suite 410

Pershing Trading Company, L.P. (201) 413-3531 One Pershing Plaza Jersey City, NJ 07399

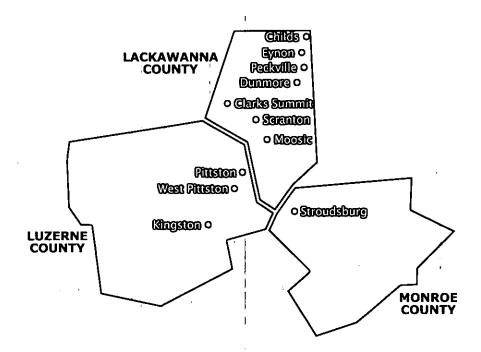
Ryan Beck & Co., Inc. (973) 549-4000 18 Columbia Turnpike

Chicago, IL 60610

Florham Park, NJ 07932 UBS Capital Markets, L.P.

(201) 963-9100 111 Pavonia Avenue Jersey City, NJ 07310

# **BRANCHES AND ATMS**



### **BRANCH AND** ATM LOCATIONS

**Abington Office** 1311 Morgan Highway. Clarks Summit, PA 18411 570-586-3212

**Downtown Scranton\*** 139 Wyoming Avenue Scranton, PA 18503 570-344-4994

**Eynon Office** 511 Scranton-Carbondale Highway Eynon, PA 18403 570-521-5000

Fidelity Financial Center 338 N. Washington Avenue Scranton, PA 18503 570-504-8001

Green Ridge Plaza 1600 Nay Aug Avenue Scranton, PA 18509 570-342-5532

**Keystone Industrial Park** 1232 Keystone Industrial Park Road Dunmore, PA 18512

570-348-4003

**Kingston Office** 

247 Wyoming Avenue Kingston, PA 18704 570-338-0119

**Main Office** Blakely & Drinker Streets Dunmore, PA 18512 570-342-8281

**Moosic Office** 4010 Birney Avenue Moosic, PA 18507 570-504-0789

**Peckville Office** 1598 Main Street Peckville, PA 18452 570-483-3300

Pittston Office 403 Kennedy Boulevard Pittston, PA 18640 570-883-7339

West Pittston Office 801 Wyoming Avenue West Pittston, PA 18643 570-908-0103

#### ATM ONLY LOCATIONS

Convenient Food Mart 100 Highland Avenue Clarks Summit, PA 18411

**Marywood University** Nazareth Hall Scranton, PA 18509

Snö Mountain Ski Lodge Scranton, PA 18505

Riccardo's Market 320 South Blakely Street Dunmore, PA 18512

The Ice Box 3 West Olive Street Scranton, PA 18508

**US MiniMart** 511 Main Street Childs, PA 18407

**US MiniMart** 1650 West Main Street Stroudsburg, PA 18360

#### TRUST DEPARTMENT

Personal and Corporate Trust, Estate Administration and Investment Services

Main Office 2nd Floor Blakely & Drinker Streets Dunmore, PA 18512 570-504-2244

#### FIDELITY ASSET **MANAGEMENT**

Full Brokerage and Insurance Services

Main Office Blakely & Drinker Streets Dunmore, PA 18512 570-504-2206

**CUSTOMER CARE** CENTER 570-342-8281 800-388-4380

\* No ATM

# DIRECTORS, OFFICERS, & SUPERVISORS

#### FIDELITY D & D BANCORP, INC. BOARD OF DIRECTORS AND OFFICERS

Brian J. Cali, Esq.

DIRECTORS Samuel C. Cali, Chairman Emeritus Patrick J. Dempsey, Chairman of the Board Paul A. Barrett, Esq., Secretary of the Board John T. Cognetti, Assistant Secretary of the Board Michael J. McDonald, Esq., Vice Chairman of the Board David L. Tressler, Sr. Mary E. McDonald

#### **OFFICERS**

Steven C. Ackmann, President & Chief Executive Officer Daniel J. Santaniello, Vice President & Chief Operating Officer Salvatore R. DeFrancesco, Jr., CPA, Treasurer & Chief Financial Officer Barbara Shimkus, Assistant Secretary to the Board & Investment Relations Officer Diane Davis, Assistant Secretary to the Board

#### THE FIDELITY DEPOSIT AND DISCOUNT BANK OFFICERS AND STAFF

Steven C. Ackmann, President & Chief Executive Officer

#### FINANCIAL DIVISION

Salvatore R. Defrancesco, Jr., CPA, Executive Vice President & Chief Financial Officer Robert Farrell, Vice President, Cashier & Controller Alexander T. Behr, Vice President & Financial Analyst Mary Ann Coviello, Accounting Services Manager

# RETAIL SERVICES DIVISION

Daniel J. Santaniello, Executive Vice President & Chief Retail Banking Officer

Michelle Carr, Vice President & Regional Retail Banking Manager Donna Gizenski, Vice President & Regional Retail Banking Manager - Kingston Maryann Ellefsen, Assistant Vice President & Retail Services Manager

Jody Lewis, Assistant Vice President & Retail Branch Manager - Moosic Victoria Randis, Assistant Vice President & Consumer Loan Manager Richard Simmers, Assistant Vice President

& Residential Mortgage Loan Manager

Ellen Swartz, Assistant Vice President & Training Manager Frances Banick, Assistant Vice President, Assistant Secretary to the Board

& Customer Service Specialist

Suzette Besciglia, Retail Branch Manager - Keystone Industrial Park Jacqueline Castellani, Retail Branch Manager - Financial Center Susan Colborn, Retail Branch Manager - Peckville

Richard Healey, Customer Care Center Manager Mary Lou Janeski, Retail Branch Manager - Scranton Ellen Kanton, Retail Branch Manager - Abington

Dina Scavone, Retail Branch Manager West Pittston

Karen Sweeney, Retail Branch Manager - Dunmore

Christine Valvano, Retail Branch Manager - Green Ridge George Yakubisin, Facilities Manager

Paul Arvay, Mortgage Originator

Catherine Langan, Mortgage Originator Brian Rinaldi, Mortgage Originator

Francis Cimino, Customer Service Specialist - Kingston

Margaret Dermody, Consumer Loan Specialist

#### TRUST

Mary McNichols, Vice President & Trust Officer Thomas Norek, Assistant Vice President & Corporate Trust Officer Virginia Kielar, Trust Operations Manager

### FIDELITY ASSET MANAGEMENT

#### **COMMERCIAL LENDING DIVISION**

James T. Gorman, Executive Vice President, Senior Lender & Chief Commercial Banking Officer John Cantarella Vice President & Small Business Sales Manager Marilyn Skettino, Vice President & Small Business Banking Manager Francis Crowley, Vice President & Commercial Banking Officer John Ferrett, Vice President & Commercial Banking Officer John Keeler, Vice President & Government Banking Officer Thomas Zabresky, Vice President & Commercial Banking Officer Rosalia Strausser, Vice President & Business Banking Officer II Harold Wesley, Assistant Vice President & Business Banking Officer Doreen Santorsa, Cash Management Officer Kathleen Timlin, Small Business Banking Officer I Diane Davis, Administrative Assistant

#### RISK MANAGEMENT DIVISION

John T. Piszak, Senior Vice President & Chief Risk Officer John Corcoran, Vice President & Resource Recovery Manager Thomas Caswell, Assistant Vice President & Credit Analysis Supervisor Laura Rivezzi, Assistant Vice President' & Security Officer Darlene Roberts, Assistant Vice President, Compliance Officer & Bank Secrecy Act Officer Richard Strauss, Assistant Vice President & Loan Workout Officer Robert Siarniak, Collections Manager Mary Alice Washko, Credit Administrator

#### SUPPORT SERVICES

Nadine Marranca, Vice President & Senior Banking Operations Officer Joann Marsili, Vice President & Marketing Director Yvonne Del Rosso, Assistant Vice President & Information Technology Manage Maureen Polster, Assistant Vice President & Loan Operations Manager Barbara Shimkus, Assistant Vice President & Executive Secretary Sharon Van Leuven, Assistant Vice President & Data Processing Manager Denise Bernier, Electronic Banking Manager Joyce Jones, Human Resource Manager Elizabeth Loughney, Deposit Operations Manager Beth Munson, Imaging Supervisor Elaine Motichka, Loan Operations Specialist

#### PRODUCTS AND SERVICES

### CONSUMER DEPOSIT **PRODUCTS**

- Personal Checking Accounts
  - Freedom Checking Accounts
  - EZ Access Checking Accounts
  - Senior Checking Accounts

  - Scholar Checking Accounts
- NOW Accounts
- Money Market AccountsOptimum Choice Savings

- Statement Savings Accounts
   Scholar Savings Accounts
   Fixed Rate or Variable Rate IRA Certificate of Deposit
- Christmas and All Purpose Club Accounts
- Certificate of Deposit

# CONSUMER ELECTRONIC SERVICES

- Courtesy Coverage
- Fidelity At Work Program (Offered to businesses for their employees)
- Direct Deposit Services
- ATM Services:
  - Fidelity Check Card
- Telephone Link
- On-Line Banking ■ Web Bill Pay
- EZ Statement

#### CONSUMER LOAN PRODUCTS

- Home Equity Loans
  Home Equity Line of Credit
  Mortgage Loans
  Construction Mortgages
- Auto Loans
- Personal Line of Credit
- Installment Loans
- Student Loans
- Preferred Lines of Credit

#### **BUSINESS LOAN PRODUCTS**

- Commercial Loans
- Equipment Loans
- Lines of Credit
- Community Development Loans
- Commercial/Equipment Leasing
- Commercial Mortgages
- Letters of Credit

#### SPECIAL BUSINESS **LOAN PROGRAMS**

- SBA Loan Programs
- PENNCAP Loans
- PEDFA Loans
- FHLB BOB Program

#### **BUSINESS ELECTRONIC SERVICES**

- Cash Manager
- Telephone Link
- On-Line Banking
- MasterCard/Visa Merchant Processing
- ACH Origination Processing
- Business Check Card
- Remote Deposit

#### **BUSINESS DEPOSIT** PRODUCTS AND SERVICES

- Business Freedom Checking
- Business NOW Accounts
- Business Money Market Deposit Accounts
- Corporate Checking
- Fidelity Visa Business Check Card
- Savings Accounts
- Certificates of Deposit
- Sweep Accounts
- Fidelity At Work Program
- Fidelity Muni Choice

#### **INVESTMENT SERVICES\***

- Annuities
- Mutual Funds
- Long-Term Care Insurance
- Whole Life Insurance
- Variable Life Insurance
- Retirement Accounts:
  - 401K
  - SEP
  - SIMPLE
  - IRA

#### TRUST SERVICES

- Corporate Trust Services
  - Bond Trustee
  - Paying Agent
  - Institutional Money Management
- Personal Trust
  - Revocable and Irrevocable Trusts
- Charitable Trusts
- Special Needs Trusts
- Testamentary Trusts
- Estate Settlement & Services
- Endowments
- Guardianships

#### ADDITIONAL BANK SERVICES

- Acceptance of County Real Estate Taxes
- Acceptance of TT&L Payments for Business
- Series "EE" and "I" U.S. Savings Bonds
- Travelers Checks, Money Orders, Certified Checks, and Cashier Checks
- Wire Transfer Services
- Safe Deposit Services
- ACH Services
- Direct Deposit Services

\*Not FDIC insured. No Bank Guarantee. May Lose Value.









800-388-4380 | www.bankatfidelity.com

This Annual Report may contain forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Actual results and trends coul fiffer materially from those set forth in such statements due to various factors. These factors include the possibility that increased demand or prices for th company's financial services and products may not occur, changing economic, interest rate and competitive conditions, technological developments and othe